

Message Text

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TAGS: BLIB, BPUB, BEXP, CZ

SUBJ: EAST-WEST TRADE INFORMATION

REF: DEPT'S A-7914, SEPT. 18, 1973

1. COPY OF "TMP TEN TARGET INDUSTRIES" RECEIVED WITH A-7914 SHOWS LINES DRAWN THROUGH SEVERAL OF TEN INDUSTRIES LISTED FOR CZECHOSLOVAKIA. IN DRAWING UP THIS LIST DID COMMERCE TAKE NOTE OF OUR A-110 OF OCTOBER 20, 1972, SUBJECT" PRODUCT PRIORITY LISTING FOR CZECHOSLOVAKIA"? IN PARTICULAR WE BELIEVE THAT (A) ENVIRONMENTAL CONTROL INSTRUMENTATION AND EQUIPMENT AND (B) FOOD PACKAGING EQUIPMENT SHOULD BE INCLUDED IN LIST OF TEN.

2. WE FAIL TO UNDERSTAND PROJECTIONS FOR U.S. SALES TO CZECHOSLOVAKIA IN BORISSOFF/SIND ARTICLE TRANSMITTED WITH A-7914. PROJECTIONS FOR 1973 "IF TRADE IS MAINTAINED AT PRESENT LEVELS" (AS OPPOSED TO "IF TRADE WERE NORMALIZED 3-5 YEARS AGO") RANGE FROM \$14.5 TO 33 MILLION. APART FROM NOTING THAT U.S. EXPORTS TO CZECHOSLOVAKIA ALREADY REACHED THE HIGHER ESTIMATE IN FIRST SIX MONTHS OF 1973, WE BELIEVE BEST ESTIMATE FOR U.S. SALES THIS YEAR REMAINS JUST UNDER \$100 MILLION, GREATEST PORTION OF THIS IN AGRICULTURAL SALES. ALTHOUGH BORISSOFF/SIND ARTICLE QUESTIONS PROSPECTS FOR CONTINUED STEADY AGRICULTURAL SALES IN EE, WE BELIEVE PROSPECTS IN CZECHOSLOVAKIA ARE GOOD, ABOVE ALL FOR SOYBEANS, PRACTICALLY UNOBTAINABLE ELSEWHERE. WORTZEL

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